FBR
PAKISTAN

Federal Board of Revenue

Revenue Division – Government of Pakistan

TECHNICAL BIDS EVALUATION REPORT (STAGE-II)

S. No.	Particular	Detail
1.	Name of Procuring Agency	Federal Board of Revenue (HQ)
2.	Invitation to Bid Reference No.	1(13)/TDU/IR/2026
3.	Procurement Method / Process	Two-Stage Bidding Procedure – National Competitive Bidding Process
4.	Title of Procurement	Authorized Vendors for Supply, Installation and Maintenance of Production Monitoring System in Edible Oil and Ghee Sector (Three years from authorization)
5.	Invitation to Bid Issuance / Publishing Date (Stage-I)	25th February 2026
6.	Pre-Bid Meeting Date (Stage-I)	4th March 2026
7.	Original Bid Submission Date (Stage-I)	25th March 2026
8.	Revised Bid Submission Date (Stage-I)	15th April 2026
9.	Publishing (Stage-I)	National Press (two leading national daily newspapers, one English and one Urdu); Website(s): FBR
10.	Request for Proposals (Stage-II) uploading date	22nd October 2026
11.	Date & Time of Bid Closing	5th November 2026, 11:00 AM
12.	Date & Time of Bid Opening	5th November 2026, 11:30 AM
13.	No. of Bids Received	04
14.	Technical Proposals Evaluation Report Signing Date	6th November 2026

Name of Bidder	Technical Marks	POC Status	Status of Bid
M/s ISSM Labelling Solutions (Pvt.) Ltd.	95	Passed (Stage-I)	Responsive
M/s DwiseTech (Pvt.) Ltd.	88	Passed (Stage-I)	Responsive
M/s Green Earth Solutions (Pvt.) Ltd.	86	Passed (Stage-I)	Responsive
M/s Obaidian Technologies	88	Passed (Stage-I)	Responsive

Naeem Hassan
Secretary (Budget & Expenditure)
Federal Board of Revenue
Islamabad

Signature: _____ Official Stamp: _____

Secretary (Administration),
Federal Board of Revenue, Islamabad

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1. Project Background

The FBR is undertaking a significant digitalization initiative aimed at enhancing its tax collection capabilities and addressing structural gaps in Pakistan's tax system. As part of this transformation, FBR seeks to deploy a production monitoring and counting system at all edible oil and ghee manufacturing facilities in Pakistan, including edible oil refineries, vegetable ghee / banaspati units and packing facilities, to improve tax compliance and prevent revenue leakage, particularly in the handling of packed edible oil and ghee across brands, pack sizes and pack types. Selected vendors will be responsible for providing and installing a production monitoring system based on AI-based video analytics, as finalized by FBR on completion of Stage-I, and for post-installation maintenance and technical support to the manufacturers.

2. Objective & Vision

FBR recognizes the critical role of technology in tackling tax evasion, unreported production and discrepancies in edible oil and ghee production data. This project aims to deliver real-time visibility into the total production of edible oil and ghee manufacturers, so that FBR can monitor the production count and ensure accurate reporting, transparent audits and correct tax payments. A panel of multiple authorized vendors will provide manufacturers access to a pool of competitive vendors.

3. Scope of the System

The scope is an end-to-end production monitoring system (software, hardware and integration) at the filling and packing lines of edible oil and ghee manufacturing facilities in Pakistan, as defined in Section V (Scope of Work) of the Revised RFP. Industrial vision cameras at the Filling Line Outfeed count each filled unit (pouch, bottle, tin, jerry can, bucket) and identify its SKU by brand, product type, pack size and pack type against the approved SKU master; cameras at the End-of-Line Packing Conveyor count and identify cartons. An Industrial PC with GPU processes the data at the edge, reconciles units against cartons, retains video evidence for at least 90 days, and transmits production records to FBR in real time over a secure connection, with a dashboard for FBR.

4. Brief Terms of Invitation to Bid Document

Term	Requirement
Schedule of Requirements	Cumulative 50% of lines to be covered by 15th December 2026 and 100% by 31st December 2026. Installation at a facility shall commence within 2 weeks of the purchase order from the manufacturer.
Bid Validity from bid submission	The Bid Validity period shall be 120 days or extendable as mutually agreed.
Bid Security	Not required for Stage-II bids (BDS 16.1).
Performance Guarantee	Fixed amount of PKR 5,000,000 per authorized vendor.
Liquidated Damages	Rate: 0.2% of the Performance Guarantee per day of non-compliance for each affected site. Maximum deduction: the cumulative penalty shall not exceed the value of the Performance Guarantee.
Currency for Evaluation of Bid	Pak Rupees (PKR)

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5. Technical/ Financial Evaluation Committee

Following Technical/ Financial Evaluation Committee was designated for the evaluation of the subject Bidding Document:

Sr. No.	Name	Designation	Role
1.	Mr. Zubair Bilal	Member (IR-Operations), FBR	Chairman
2.	Mr. Ashhad Jawwad	Member (Customs Policy)	Member
3.	Dr. Najeebullah	Chief (Tax Reforms)	Member
4.	Dr. Muhammad Khurram	Chief (Mgt/HR-IR)	Member
5.	Mr. Rizwan Salabat	Chief (Mgt/HR-Customs)	Member
6.	Mr. Amjad-ur-Rehman	Chief (F&C) – Customs	Member
7.	Mr. Waqar Ahmed	Secretary (Budget & Expenditure), FBR	Member/Secretary
8.	Faisal Sattar	Chief Executive Officer	Member

6. Bidding Procedure

The bidding procedure for the subject activity is the Two-Stage Bidding Procedure, National Competitive Bidding. The Invitation to Bid (Stage-I) was published in the national press (two leading national daily newspapers, one English and one Urdu) on 25th February 2026 (**Annexure-I**) and uploaded on e-PADS, FBR (https://www.fbr.gov.pk) and PPRA (https://www.ppra.gov.pk) websites. Stage-I bids were evaluated and the qualified bidders conducted Proofs of Concept. The Request for Proposals (Stage-II), incorporating the solution finalized by FBR (AI-based video analytics with production counting and SKU identification), was uploaded on 22nd October 2026 for the Stage-I qualified bidders.

7. Bids Received

Upon initiation of Stage-II and on the bids submission date and time, 5th November 2026 at 11:00 AM, bids from the following bidders were received:

Sr. No.	Bidder	Bid Submitted
1.	M/s ISSM Labelling Solutions (Pvt.) Ltd.	Yes
2.	M/s DwiseTech (Pvt.) Ltd.	Yes
3.	M/s Green Earth Solutions (Pvt.) Ltd.	Yes
4.	M/s Obsidian Technologies	Yes

8. Bid Opening

In accordance with the proposal opening procedure of the two-stage bidding procedure, technical proposals for Stage-II of the subject procurement were opened publicly on the same date at 11:30 AM at FBR House by the Technical / Financial Evaluation Committee in the presence of bidders' authorized representatives. Availability of required documents / information as per ITB terms was read out at the proposal opening meeting. The opening statement is placed at **Annexure-II**.

9. Preliminary Examination

Preliminary examination of the technical proposals was carried out. The examination included verification / review of bidder bid form, completeness of the proposal, eligible countries, bid validity

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confirmation and bid security as per requirement of the Invitation to Bid. The finding(s) from preliminary examination are summarized below:

Bidders	Bid Form	Eligible Country	Bid Validity	Bid Security	Acceptance for Detailed Examination
M/s ISSM Labelling Solutions (Pvt.) Ltd.	Yes	Pakistan	Yes	Not required (BDS 16.1)	Yes
M/s DwiseTech (Pvt.) Ltd.	Yes	Pakistan	Yes	Not required (BDS 16.1)	Yes
M/s Green Earth Solutions (Pvt.) Ltd.	Yes	Pakistan	Yes	Not required (BDS 16.1)	Yes
M/s Obsidian Technologies	Yes	Pakistan	Yes	Not required (BDS 16.1)	Yes

10. Detailed Technical Evaluation

The mandatory requirements and marking criteria for evaluation of proposals advertised in the Revised RFP, along with the detailed evaluation of proposals, are submitted at **Annexure-III**. As per the detailed evaluation report, the bidders have scored the following marks in light of the Bidding Document and their submitted bid.

Name of Bidder	Technical Marks	Compliance with Mandatory Criteria	Status of Bid
M/s ISSM Labelling Solutions (Pvt.) Ltd.	95	Compliant	Responsive
M/s DwiseTech (Pvt.) Ltd.	88	Compliant	Responsive
M/s Green Earth Solutions (Pvt.) Ltd.	86	Compliant	Responsive
M/s Obsidian Technologies	88	Compliant	Responsive

Accordingly the status of technical bids is reflected in the table above.
Minimum technical score required to pass is seventy (70) marks, being 70% of the total score of 100 marks.

11. Bids Accepted as "Responsive / Technically Qualified" to the Invitation to Bid

In accordance with Stage-II of the bidding process, the following bidders submitted their revised technical proposals, including prices per installation point and breakdown of price per component:

Sr. No.	Bidder
1.	M/s ISSM Labelling Solutions (Pvt.) Ltd.
2.	M/s DwiseTech (Pvt.) Ltd.
3.	M/s Green Earth Solutions (Pvt.) Ltd.
4.	M/s Obsidian Technologies

Upon submission, the proposals were evaluated based on the Technical Evaluation Criteria specified in Section V. All four (04) vendors successfully achieved the minimum technical evaluation score of 70%, are considered compliant / technically qualified, and have been recommended by the Committee for inclusion in the further procurement process.

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12. Proof-of-Concept Testing

No further Proof-of-Concept testing was required under Stage-II of the Revised RFP (Section V-E.01(i)); Proofs of Concept were conducted during Stage-I on 13–14 October 2026. All four bidders passed the Stage-I POC against the benchmark of ≥ 95% accuracy (99% preferred), and each is awarded full marks (30) under Criterion 6. Performance of the authorized vendors will be verified through Operational Acceptance Tests at each manufacturing facility after installation, in the presence of FBR's representative (Section V-E.02).

13. Bids Accepted as "Non-responsive / Non-Technically Qualified" to the Invitation to Bid

No bid was declared non-responsive / non-technically qualified in response to the Invitation to Bid.

Mr. Zubair Bilal Chairman	**Mr. Ashhad Jawwad** Member	**Dr. Najeebullah** Member	**Dr. Muhammad Khurram** Member
Mr. Rizwan Salabat Member	**Mr. Amjad-ur-Rehman** Member	**Mr. Naeem Hassan** Member/ Secretary	**Mr. Faisal Sattar** Member

Mr. Waqar Ahmed
Member

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Annexure-III: Mandatory Requirements for Eligibility / Responsiveness and Bid Evaluation Criteria (Technical)

01. Mandatory Requirements (as advertised in the Revised RFP)

The compliance of each bidder with the pre-defined mandatory evaluation criteria is presented below:

Sr. No.	Mandatory Criteria	M/s ISSM Labelling Solutions (Pvt.) Ltd.	M/s DwiseTech (Pvt.) Ltd.	M/s Green Earth Solutions (Pvt.) Ltd.	M/s Obsidian Technologies
1.	Bidder found eligible in Stage-I of the bidding process.	Compliant	Compliant	Compliant	Compliant
2.	Letter of Bid (Form 1) and the Standard Forms of Section VI.	Compliant	Compliant	Compliant	Compliant
3.	No Bid Security or Bid-Securing Declaration required for Stage-II bids (BDS 16.1).	Compliant	Compliant	Compliant	Compliant
4.	Bid validity of 120 days from the bid submission deadline (BDS 15.1).	Compliant	Compliant	Compliant	Compliant
5.	Minimum five (05) years' experience in the provision / deployment of similar solutions (BDS 13.3(b)).	Compliant	Compliant	Compliant	Compliant
6.	Documents required under BDS ITB 11.1(h) and 12.3(c).	Compliant	Compliant	Compliant	Compliant
7.	Compliance with all mandatory technical and functional requirements of Section V, including production counting and SKU identification and verification; alternative bids not permitted (BDS 17.1).	Compliant	Compliant	Compliant	Compliant
	Compliance of Mandatory Criteria:	**Compliant**	**Compliant**	**Compliant**	**Compliant**

02. Technical Bids Evaluation Sheet

Revised technical proposals shall be evaluated on the Technical Evaluation Criteria in Section V-D of the Revised RFP. Vendors must achieve a minimum technical evaluation score of 70%; any proposal that does not meet this threshold will be considered non-compliant.

Sr. No.	Evaluation Metric	Evaluation Criteria	Maximum Marks	M/s ISSM Labelling Solutions (Pvt.) Ltd.	M/s DwiseTech (Pvt.) Ltd.	M/s Green Earth Solutions (Pvt.) Ltd.	M/s Obsidian Technologies
1	Relevant Industrial Solution	Proven deployment of Production Monitoring, Counting, or Track & Trace	10	10	5	5	10

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Sr. No.	Evaluation Metric	Evaluation Criteria	Maximum Marks	M/s ISSM Labelling Solutions (Pvt.) Ltd.	M/s DwiseTech (Pvt.) Ltd.	M/s Green Earth Solutions (Pvt.) Ltd.	M/s Obsidian Technologies
	Deployment	Solutions in any large-scale manufacturing industry (e.g., Steel, Cement, Automotive, FMCG, Pharma). 2 or more live deployments: 10 marks; 1 live deployment: 5 marks; no live deployment: 0 marks					
2	Harsh Environment Capabilities	Demonstrated experience of deploying hardware in challenging industrial environments characterized by heat, oil mist, vibration, or humidity. Proven experience in harsh environment: 10 marks; experience in mild / controlled environment only: 5 marks	10	10	10	10	10
3	End-to-End System Integration	Practical capability to deliver the full stack, not just a hardware seller. Must demonstrate: Edge Processing (IPCs / Controllers); Connectivity (Industrial Networks / VPN); Centralized Reporting (Dashboards / Databases); Third-Party Integration (ERPs / Govt Systems)	10	10	8	9	8
4	Proposed Solution Ruggedness (Edible Oil & Ghee-Specific Design)	Regardless of past experience, the Solution Proposed for THIS Tender must be engineered for the Edible Oil and Ghee Sector: Oil Mist & Wash-down Protection (enclosures specified as IP65/IP66); Heat Management (active cooling / fans specified for hot-filling areas); Vibration (shock mounts / industrial cabling specified);	20	18	18	17	17

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Sr. No.	Evaluation Metric	Evaluation Criteria	Maximum Marks	M/s ISSM Labelling Solutions (Pvt.) Ltd.	M/s DwiseTech (Pvt.) Ltd.	M/s Green Earth Solutions (Pvt.) Ltd.	M/s Obsidian Technologies
		Maintenance (design includes lens air-purges or easy-clean mechanisms)					
5	Implementation & Support Strategy	Ability to deploy without stopping the factory and keep it running: Timeline (realistic installation schedule during maintenance shutdowns); Consumables Supply (plan for supplying camera spares locally); SLA (committed response time, e.g. 4-hour on-site); Training (plan to train factory staff on cleaning lenses / aligning cameras)	20	17	17	15	13
6	Stage-I POC Performance	Performance of the bidder's solution in the Stage-I Proof of Concept (POC), as recorded in the Stage-I POC Evaluation Reports: counting accuracy; SKU identification accuracy; system stability and data transmission during the POC. Marks awarded by the Technical Evaluation Committee on the basis of the Stage-I POC Evaluation Reports	30	30	30	30	30
Total Marks / Scored Marks			**100**	**95**	**88**	**86**	**88**
Technical qualification status			**-**	**Compliant**	**Compliant**	**Compliant**	**Compliant**

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TECHNICAL BID OPENING SHEET

Tender Reference No: Bid No. 1(13) TDU/IR/2026

Project Title: AUTHORIZED VENDORS FOR SUPPLY, INSTALLATION AND MAINTENANCE OF PRODUCTION MONITORING SYSTEM IN EDIBLE OIL AND GHEE SECTOR (Stage-II)

Technical Bid Opening Date/ Time: 5th November, 2026 at 11:30 A.M

S.No.	Name of Firm	Name of Representative	Bid Submission (Hard/Soft)		Bid Security submission	Financial Bid submission	Signature
			Hard Copy	Soft Copy/ USB			
1.	M/S ISSM Labelling	Zeeshan Farooq Kiyani	Yes	On Epads Submitted	Not Required at this stage-II	Yes	
2.	M/S Green Earth Solutions		Yes	—do—	—do—	Yes	No. representative from the firm attended the meeting
3.	M/S Dwisetech (Pvt) Ltd.		Yes	—do—	—do—	Yes	—do—
4.	M/S obsidian		Yes	—do—	—do—	Yes	—do—
5.							
6.							
7.							
8.							

Farukh Aziz Sial
Secretary (Administration)

Documentation should be shared in paper (located in the electrical cabinet) and digital Documentation must cover the following:

a) User Manual
b) Electrical diagrams
c) Network diagrams
d) Mechanical drawings
e) Bill of Material: list of all components used, with manufacturer, part number, number of parts used
f) Datasheet of most relevant materials used
g) Spare parts and consumables (if needed)
h) Warranties

08. **Consumables and other recurrent cost items**

Vendors shall provide the details of all consumables and Other Recurrent Cost items as per the proposed solution.

Example of possible consumables and other recurrent cost items are:

- Costs for hosting the application online: cloud or server-based installation (specifically for storing production logs and dashboard analytics).
- Costs for software licenses: Integrated Development Environment (IDE) such as Visual Studio, AI/Computer Vision libraries, or database management tools. Nonetheless, it is highly recommended Open-source tools are used where possible.
- Costs for software licenses involving hardware: necessary software/firmware needed for developing and maintaining the different hardware such as Industrial Cameras.
- Costs for Operating System: Windows IoT/Professional license in installed machines (IPCs) or Windows Server for hosting the application.
- Costs for maintenance consumables: Industrial optical cleaning kits (specifically for camera lenses), protective lens covers or sacrificial windows (to shield cameras from oil mist and residue), replacement high-efficiency air filters for cooling cabinets (critical for blocking oil mist and dust), and desiccant packs (for humidity control inside IP-rated enclosures).

D. Technical Evaluation Criteria

01.

TECHNICAL EVALUATION CRITERIA

Sr. No.	Evaluation Metric	Evaluation Criteria	Maximum Marks	Supporting Documents
1	**Relevant Industrial Solution Deployment**	Proven deployment of **Production Monitoring, Counting, or Track & Trace Solutions** in *any* large-scale	**10**	Purchase Orders, Completion Certificates, Go-Live Letters from Industrial Clients.

			manufacturing industry (e.g., Steel, Cement, Automotive, FMCG, Pharma). • **2 or more live deployments** – 10 marks • **1 live deployment** – 5 marks • **No live deployment** – 0 marks		
	2	**Harsh Environment Capabilities**	Demonstrated experience of deploying hardware in **challenging industrial environments** characterized by heat, oil mist, vibration, or humidity. • **Proven experience in harsh environment** – 10 marks • **Experience in mild/controlled environment only** – 5 marks	**10**	Experience Certificates, Site Environmental Reports, or Project Details highlighting environmental challenges (IP ratings used).
	3	**End-to-End System Integration**	Practical capability to deliver the full stack, not just a hardware seller. Must demonstrate: • **Edge Processing** (IPCs/Controllers) • **Connectivity** (Industrial Networks/VPN) • **Centralized Reporting** (Dashboards/Databases) • **Third-Party Integration** (ERPs/Govt Systems)	**10**	Architecture Diagrams, Integration Case Studies, Software Stack Details.
	4	**Proposed Solution Ruggedness (Edible Oil & Ghee-Specific Design)**	Regardless of past experience, the **Solution Proposed for THIS Tender** must be engineered for the Edible Oil and Ghee Sector: • **Oil Mist & Wash-down Protection:** Enclosures must be specified as **IP65/IP66**. • **Heat Management:** Active cooling/fans specified for hot-filling areas. • **Vibration:** Shock mounts/industrial cabling specified. • **Maintenance:** Design includes lens air-purges or easy-clean mechanisms.	**20**	**Proposal Document:** Detailed Engineering Design, IP Specs of proposed gear, Bill of Materials, Cooling Strategy.

	5	**Implementation & Support Strategy**	Ability to deploy without stopping the factory and keep it running: • **Timeline:** Realistic installation schedule (during maintenance shutdowns). • **Consumables Supply:** Plan for supplying camera spares locally. • **SLA:** Committed response time (e.g., 4-hour on-site). • **Training:** Plan to train factory staff on cleaning lenses/aligning cameras.	**20**	Project Gantt Chart, Support Hierarchy, SLA Draft, Maintenance Schedule.
	6	**Stage-I POC Performance**	Performance of the bidder's solution in the Stage-I Proof of Concept (POC), as recorded in the Stage-I POC Evaluation Reports: • Counting accuracy • SKU identification accuracy • System stability and data transmission during the POC Marks shall be awarded by the Technical Evaluation Committee on the basis of the Stage-I POC Evaluation Reports.	**30**	Stage-I POC Evaluation Reports (ITB 1(13)/TDU/IR/2026).
		Grand Total	**Total Technical Evaluation Score**	**100 Marks**	

Upon submission of proposals, bidders will be evaluated based on the Technical Evaluation Criteria specified above. Vendors must achieve a minimum technical evaluation score of 70%. Any proposal that does not meet this minimum threshold will be considered non-compliant and will not be further considered in the bidding process

02. The Project Plan shall comprehensively address:

Project Organization and Management Plan

- Roles & Governance: Detailed structure of the project team, including the Project Manager, Technical Lead (Automation/Vision Specialist), and Site Engineers. Clear governance model defining communication channels with FBR and Factory Management.
- Escalation Matrix: Defined protocols for escalating issues during deployment (e.g., integration failures with filling or packing lines) and post-go-live support.

Equipment Details